



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

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PUBLIC MEETING MINUTES:	<b>REAL ESTATE COMMISSION</b>
MEETING DATE AND TIME:	<b>Thursday, December 14, 2017 at 9:00 a.m.</b>
PLACE:	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , Second Floor of the Cannon Building
MINUTES FOR APPROVAL	January 11, 2018

**MEMBERS PRESENT**

Lynette Scott, Professional Member, **Chairperson**  
Lynn Rogers, Public Member, **Vice-Chairperson**  
Jason Giles, Professional Member  
Nora Martin, Professional Member  
Randy Marvel, Professional Member  
Nikki Lane, Professional Member, **Secretary**  
Nathaniel Gibbs, Public Member (arrived at 9:18 a.m.)

**DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Eileen Kelly, Deputy Attorney General  
Nicole Williams, Administrative Specialist III

**MEMBERS ABSENT**

Mark Whitlock, Public Member

**ALSO PRESENT**

No others were present

**CALL TO ORDER**

Ms. Scott called the meeting to order at 9:05 a.m.

**REVIEW OF MINUTES**

The Commission reviewed the November 9, 2017 meeting minutes. Mr. Rogers made a motion, seconded by Ms. Lane, to approve the November minutes as written. By unanimous vote, the motion carried.

**UNFINISHED BUSINESS**

**Review and discussion of draft reinstatement and late renewal regulations**

Ms. Kelly stated that she advised Mr. Mangler about the Commission's request to add a CBC requirement for applicants and licensees, which would require a statute change. She also advised Mr. Mangler of the Commission's request to increase late renewal fees. The Commission reviewed the proposed draft regulations regarding reinstatement requirements for continuing education and retaking the exam, late

renewal and duty to report change of address. The commission clarified the reinstatement regulations to add when it would be required to sit for the State and/or General exam and when State pre-licensing is required and/or applicable salesperson/broker pre-licensing course.

The Commission discussed the requirement changes to imposing sanctions for non-compliance to CE. The Commission will vote on these draft regulations after the Ed committee discusses the proposed changes to the new licensee modules regulations.

Review and consider updated Executed Consent Agreement and Proposed Order for Lakesia Campbell, Case No.: 02-21-16

The Commission reviewed and considered the updated consent agreement for Lakesia Campbell. Mr. Giles moved, seconded by Ms. Lane, to accept the updated consent agreement and proposed order for Ms. Campbell. By unanimous vote, the motion carried.

Sign Final Order for Billie Chubb

The Commission reviewed the final order for Ms. Chubb from the Hearing Officer's recommendation. Ms. Scott signed the final order for Ms. Chubb for the Commission.

**NEW BUSINESS**

Education Committee Report – December 7, 2017

Ms. Williams provided the December Education Committee report. There were 9 Course Provider applications submitted with the Committee recommending approval of 5, denial of 4 due to the ARELLO certification not being on the intermediate level per the Education Guidelines. There were 11 Instructor applications submitted with the Committee recommending approval of all 11 applications. There were 3 student CE applications submitted with the Committee recommending denial of all three applications as the content of the courses were related to Maryland code of ethics only, nothing was in relation to Delaware real estate ethics or practice. Mr. Giles moved, seconded by Mr. Rogers, to approve the December Committee report. By unanimous vote, the motion carried.

Review of draft education guidelines

Ms. Kelly advised that the Committee spent extensive time reviewing the current education guidelines for course provider and instructor approval. The proposed guidelines will clarify the instructor qualifications as well as the use of specialized speakers for teaching part of course modules or pre-licensing courses. The Committee and with the Commission's final approval will provide complete updated guidelines in order to hold a rules and regulations hearing in the very near future.

Applications for Licensure

Ratification of Associate Brokers/Brokers/Salespersons Applications

Mr. Giles made a motion, seconded by Mr. Rogers, to ratify the approved applications for associate broker, brokers, and salespersons per attached list at the end of the minutes. By unanimous vote, the motion carried.

Ratification of Reinstatement Application(s) – Exams Passed

Mr. Rogers made a motion, seconded by Mr. Giles, to ratify the reinstatement application for licensure for Tommy Antoniou, as the applicant passed both the General and State law exams as well as completed the 99-hour prelicensing course. By unanimous vote, the motion carried.

Ratification of New Office Application(s)

Mr. Rogers moved, seconded by Mr. Giles, to ratify the approved new branch office application for Linda Vista Real Estate Services. By unanimous vote, the motion carried.

Review of Office Relocation Application(s)

The Commission reviewed the application for office relocation for Amato & Associates Inc. Mr. Rogers moved, seconded by Mr. Marvel, to approve the office relocation. By unanimous vote, the motion carried.

#### Review of New Office Application(s)

The Commission reviewed the following office application(s) for relocation:

Condominium Realty, LTD/The Mark Fritschle Group

Ms. Martin made a motion, seconded by Ms. Lane, to approve the above office application contingent upon clarification of name and location of the office. By unanimous vote, the motion carried.

E Smith Advisors, LLC

Ms. Lane made a motion, seconded by Mr. Giles, to approve the above office application. By unanimous vote, the motion carried.

#### Review of Reinstatement Application(s) – Need to sit for both exams

Mark Campbell - Request for Waiver of General Exam – The Commission reviewed Mr. Campbell's application and request to waive having to retake the general exam. Ms. Lane moved, seconded by Mr. Giles to deny Mr. Campbell's request to waive the General exam and for Mr. Campbell to have to show proof of passing both the State law exam and general exam for reinstatement of his license. By unanimous vote, the motion carried.

Brenda Truelove – Request of Waiver of General Exam – The Commission reviewed Ms. Truelove's application and request to waive having to retake the general exam to reinstate her license. Mr. Giles moved, seconded by Mr. Marvel, to approve Ms. Truelove's application by "reciprocity" and not reinstatement as she has met all the reciprocity requirements for license. Ms. Truelove will be issued a new license number. By unanimous vote, the motion carried.

Erik Bashford for approval to re-take General and State exams – The Commission reviewed Mr. Bashford's application for reinstatement for licensure. Mr. Giles moved, seconded by Ms. Lane, to approve Mr. Bashford's license upon passing both the State and General exams. By unanimous vote, the motion carried.

Charles Steckel for approval to re-take the State law exam – The Commission reviewed Mr. Steckel's application for reinstatement for licensure. Mr. Giles moved, seconded by Mr. Rogers, to approve Mr. Steckel's license upon passing of the State law exam. By unanimous vote, the motion carried.

#### Review and consider request for waiver of the 99-hr Pre-Licensing Course for Barbara Novak

The Commission reviewed and considered Ms. Novak's letter of request. Ms. Kelly stated that Ms. Novak has not yet applied and is requesting that the Commission waive Ms. Novak having to take the 99 hour pre-licensing course in Delaware to become licensed. She is not currently licensed in any other state. Ms. Novak advised that she would be willing to take the 39-hr law course and retake both the General and State law exams. Mr. Giles moved, seconded by Ms. Martin, to deny Ms. Novak's request. Ms. Novak will need to apply for licensure per the Commission's law and regulations for a new salesperson. By unanimous vote, the motion carried.

#### Status of Complaints

Complaint 02-28-17 has been closed by the Investigator

#### Review and consider request from Chelsey Webb

The Commission reviewed and considered the request submitted by Ms. Webb. Mr. Giles moved, seconded by Ms. Martin, to accept the newly licensed salesperson modules completed by Ms. Webb for the 2016-2018 licensure period. Ms. Martin abstained. By unanimous vote, the motion carried.

### **CORRESPONDENCE**

There was no correspondence for the Commission to review and discuss.

### **OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

There was no other business before the Commission for discussion.

### **PUBLIC COMMENT**

There was no public comment.

### **NEXT SCHEDULED MEETING**

The next meeting will be held on January 11, 2018 at 9:00 a.m. in Conference Room A, 861 Silver Lake Boulevard, Suite 203, Dover, DE.

### **ADJOURNMENT**

Ms. Lane made a motion, seconded by Mr. Giles, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:56 a.m.

Respectfully submitted,



Nicole M. Williams  
Administrative Specialist III

*The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.*

### Associate Brokers/Brokers/Salespersons License List

License No.	Name	License Type	Office	Office Location
RA-0020633	Buckland, Rebecca M.	Associate Broker	Coldwell Banker Rowley Realtors	Newark DE 19711
RA-0020634	Schnabele, Ernestine C.	Associate Broker	Indian River Land Company	Millsboro DE 19966
RA-0020635	Gritton, Julie M.	Associate Broker	Lewes Realty Inc.	Lewes DE 19958
RA-0020636	Miller, Sandra R.	Associate Broker	Long & Foster Real Estate, Inc.	Bear DE 19701
RA-0020638	Scarborough, Margaret A.	Associate Broker	Burns & Ellis Realtors	Dover DE 19901
RA-0020641	Steward, Benjamin F.	Associate Broker	Coldwell Banker Resort Realty	Rehoboth Beach DE 19971
RA-0020643*	Smith, Celeste L.	Associate Broker	Madison Real Estate	Bear DE 19701
RB-0020642*	Fisher, Linda D.	Broker	Delmarva Resorts Realty	Lewes DE 19958
RB-0020631	Thawley, Kevin W.	Broker	Re/Max Above and Beyond	Seaford DE 19973
RB-0020632	Lewis, Rebecca M.	Broker	Century 21 Harbor Realty	Salisbury MD 21804
RB-0020637	Harman, Robert R.	Broker	Linda Vista Real Estate	Lewes DE 19958
RB-0020639	Wells, Jamie Lynn	Broker	ResortQuest Real Estate	Bethany Beach DE 19930
RB-0020640	Wells, Jamie Lynn	Broker	ResortQuest Real Estate	Selbyville DE 19975
RS-0024884	Bell, William Anthony	Salesperson	Active Adults Realty	Lewes DE 19958
RS-0024885	Seymour, Clay	Salesperson	Berkshire Hathaway Home Services	Wilmington DE 19803
RS-0024886	Pace, Amanda C.	Salesperson	360 Property Solutions	Lewes DE 19958
RS-0024887	Levenson, David	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024888	Farrell, James O.	Salesperson	1st Choice Properties	Bethany Beach DE 19930
RS-0024889	Erkenbrecher, Kevin C.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024890	Mays, Shaquanna M.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024891	Tucker, Naomi T.	Salesperson	BHHS Fox & Roach Realtors	Wilmington DE 19803
RS-0024892	Morgan, Dennis G.	Salesperson	BHHS Fox & Roach Realtors	Devon PA 19333
RS-0024893	Haley, Michele L.	Salesperson	Long & Foster	Bethany Beach DE 19930
RS-0024894	Kreider, Randy S.	Salesperson	Keller Williams Real Estate - West Chester	West Chester PA 19382
RS-0024895	Cusato, Joseph A.	Salesperson	Next RE, Inc.	Ocean View DE 19970
RS-0024896	Harris, Lakeisha J.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024897	Pattinson, Chris John	Salesperson	Century 21 Emerald	Wilmington DE 19809
RS-0024898	Brown, Chelsea Lynn	Salesperson	Rehoboth Real Estate Company LLC	Rehoboth Beach DE 19971
RS-0024899	Pereira, Melanie C.	Salesperson	Patterson Schwartz Real Estate	Dover DE 19904
RS-0024900	Scott, M. Colleen Mulqueen	Salesperson	BHHS - Gallo Realty	Rehoboth Beach DE 19971
RS-0024901	Kuhnly, Jayson Gerald	Salesperson	The Moving Experience	Dover DE 19904
RS-0024902	Borino, Scott L.	Salesperson	Long & Foster Real Estate	Bethany Beach DE 19930-3781
RS-0024903	Nelson, Luquona Ilesha	Salesperson	Keller Williams Realty	Christiana DE 19702

RS-0024904	Mullins, Mary P. Mammarella	Salesperson	Keller Williams Realty	Bethany Beach DE 19930
RS-0024905	Class, Karlie E.	Salesperson	Mann and Sons, Inc.	Rehoboth Beach DE 19971
RS-0024906	Smith, Theran H.	Salesperson	Pam Price & Assoc: Realtors, Remax Coast & Country	Delmar DE 19940
License No.	Name	License Type	Office	Office Location
RS-0024907	Harvey, Christina W.	Salesperson	Ocean Atlantic Sotheby's International Realty	Rehoboth Beach DE 19971
RS-0024908	Coulbourn, Rebecca L.	Salesperson	Keller Williams Realty	Bethany Beach DE 19930
License No.	Name	License Type	Office	Office Location
RS-0024909	Demone, Erin Elizabeth	Salesperson	Re/Max Coast and Country	Delmar DE 19940
RS-0024910	Shoff, Melanie R.	Salesperson	Keller Williams Realty of Delmarva	Ocean City MD 21842
RS-0024911	Lupari, Miles A.	Salesperson	Berkshire Hathaway HomeServices - Gallo Realty	Lewes DE 19958
RS-0024912	Heaney, Kimberly A.	Salesperson	Berkshie Hathaway Home Services PenFed Realty	Ocean City MD 21842
RS-0024913	McBride, Christopher A.	Salesperson	ReMax Associates	Wilmington DE 19803
RS-0024914	Heydt, Diane M.	Salesperson	Remax Horizons	Dover DE 19904
RS-0024915	Yniguez, Miguel	Salesperson	Keller Williams Realty	Newark DE 19702
RS-0024916	Penny, Georgiana Price Buck	Salesperson	Patterson Schwartz	Rehoboth Beach DE 19971
RS-0024917	Vinroot, Paul D.	Salesperson	Keller Williams Realty of Delmarva	Salisbury MD 21801
RS-0024918	Nye, Lori Ann	Salesperson	Berkshire Hathaway Home Services	Wilmington DE 19803
RS-0024919	Fischer, Carolan E.	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024920	Donahue, Brian A.	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024921	Stevenson, M. Katlynn	Salesperson	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RS-0024922	Counts, Kathleen E.	Salesperson	Long & Foster Real Estate, Inc.	Rehoboth Beach DE 19971
RS-0024923	Campbell, Daniel T.	Salesperson	Keller Williams Realty	Lewes DE 19958
RS-0024924	Evans, Jeffrey H.	Salesperson	Coldwell Banker	Salisbury MD 21801
RS-0024925	Wolhar, Robert Charles, III	Salesperson	Exit Central Realty	Milford DE 19963
RS-0024926	Kendall, Joyce M.	Salesperson	Coldwell Banker Resort Realty	Rehoboth Beach DE 19971
RS-0024927	Grow, Tracie L.	Salesperson	Long & Foster Real Estate, Inc.	Bethany Beach DE 19930

RS-0024928	Zabowski, Peter E.	Salesperson	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RS-0024929	Pastorie, Joseph A.	Salesperson	Keller Williams Realty	Lewes DE 19958
RS-0024930	Barnard, Frederik Petrus	Salesperson	Keller Williams of Delmarva	Salisbury MD 21801
RS-0024931	Graver, Melissa M.	Salesperson	Patterson Schwartz	Dover DE 19904
RS-0024932	Clendaniel, Jennifer G.	Salesperson	Keller Williams Realty Central Delaware	Dover DE 19901
RS-0024933	Li, Chenxi	Salesperson	Long & Foster Real Estate, Inc.	Greenville DE 19807
License No.	Name	License Type	Office	Office Location
RS-0024934	Meibaum-Smith, Priscilla A.	Salesperson	Long & Foster Real Estate, Inc.	Bethany Beach DE 19930
RS-0024935	Manna, John Paul	Salesperson	Long & Foster Real Estate, Inc.	Rehoboth Beach DE 19971
License No.	Name	License Type	Office	Office Location
RS-0024936	Lasorsa, Zachary	Salesperson	KarMar Realty Group Inc.	West Chester PA 19382
RS-0024937	Knauer, Terri R.	Salesperson	NextRE	Lewes DE 19958
RS-0024938	DeLong, Kristen D.	Salesperson	Re/Max Horizons LLC	Dover DE 19904
RS-0024939	Solinger, James E.	Salesperson	Weichert Realtors	Wilmington DE 19808
RS-0024940	Morris, Paul C.	Salesperson	Century 21 Gold Key	Dover DE 19901
RS-0024941	Idoni, Julia Nicole	Salesperson	Delmarva Resorts Realty	Lewes DE 19958
RS-0024942	Cordell, Marissa R.	Salesperson	R&R Commercial Realty, Inc. dba Lester Realty	Georgetown DE 19947
RS-0024943	Payne, Angela E.	Salesperson	Keller Williams Realty of Delmarva	Salisbury MD 21801
RS-0024944*	Dobson, Waynna A.	Salesperson	Keller Williams Realty	Wilmington DE 19803
RS-0024945*	Levy, Andrea Dale	Salesperson	Long & Foster Real Estate, Inc.	Greenville DE 19807
RS-0024946*	Herbst, William P., IV	Salesperson	Condominium Realty, LTD	Ocean City MD 21842
RS-0024947*	Delgado, Robert T.	Salesperson	Ocean Atlantic Sotheby's Int.'l Realty	Rehoboth Beach DE 19971
RS-0024948*	Davis, Damian J.	Salesperson	Meyer & Meyer Realty	Wilmington DE 19805
RS-0024949*	Parker, John P.	Salesperson	Rehoboth Real Estate Company LLC	Rehoboth Beach DE 19971
RS-0024950*	Cavaliere, Berardino	Salesperson	Coldwell Banker Preferred	Media PA 19063
RS-0024951*	McBride, Andrew L.	Salesperson	Long & Foster Real Estate, Inc.	Salisbury MD 21801
RS-0024952*	Dukes, Marcia L.	Salesperson	Century 21 Home Team Realty	Seaford DE 19973

RS-0024953*	Strong, Anita R.	Salesperson	Century 21 Emerald	Wilmington DE 19809
RS-0024954*	Mears, Perry G.	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024955*	Walker, Camille H.	Salesperson	Century 21 Gold Key Realty	Newark DE 19711
RS-0024956*	Mulligan, Dennis	Salesperson	Long & Foster Real Estate, Inc.	Greenville DE 19807
RS-0024957*	Steinberg, Michael P.	Salesperson	Long & Foster Real Estate, Inc.	Greenville DE 19807
RS-0024958*	Sapia, Tracey L.	Salesperson	Atlantic Shores Realty	Ocean City MD 21842
RS-0024959*	Dennis, Timothy R.	Salesperson	Keller Williams Realty of Delmarva	Salisbury MD 21801
RS-0024960*	Foreman, Carine S.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024961*	Zell, Tracy L.	Salesperson	Condominium Realty, LTD / Mark Fritschle Group	Ocean City MD 21842
License No.	Name	License Type	Office	Office Location
RS-0024962*	Lou, Shunli	Salesperson	Delmarva Resorts Realty	Lewes DE 19958
RS-0024963*	Jones, Carol A.	Salesperson	Keller Williams Real Estate	Media PA 19063
RS-0024964*	Maldonado, Jennifer L.	Salesperson	Keller Williams	Media PA 19063
RS-0024965*	Tobias, Sharon J.	Salesperson	Berkshire Hathaway HomeServices Fox and Roach	Hockessin DE 19707
RS-0024966*	Payne, Robert D.	Salesperson	Keller Williams Realty of Delmarva	Salisbury MD 21801
RS-0024967*	Hooks, Cierra L.	Salesperson	Keller Williams Realty Central Delaware	Dover DE 19901

License No.	Name	Type	Office	Office Location
RA-0020616	Bennett, Maria C.	Associate Broker	NextRE, Inc.	Middletown DE 19709
RA-0020617	Wooding, Henry C.	Associate Broker	Point Realty LLC, d/b/a RE/MAX Point Realty	Wilmington DE 19808
RA-0020619	Sherr, Bonnie M	Associate Broker	Long & Foster Real Estate, Inc.	Wilmington DE 19807
RA-0020620	Williams, John C.	Associate Broker	Re/Max Excellence	Kennett Square PA 19348
RA-0020621*	Barrows, Brian K.	Associate Broker	Ocean Atlantic Sotheby's Int. Realty	Rehoboth Beach DE 19971
RB-0020613	Martin, Nora Anne McCaffrey	Broker	Rehoboth Real Estate Company, LLC	Rehoboth Beach DE 19971
RB-0020614	Parks, Frank	Broker	Century 21 Home Team Realty	Rehoboth Beach DE 19971
RB-0020615	Chen, Lyman	Broker	Re/Max Sunvest Realty	Wilmington DE 19810
RB-0020618	Hamilton, Karen A	Broker	Re/Max Coast & Country	Delmar DE 19940



RB-0020618	Hamilton, Karen A	Broker	Re/Max Coast & Country	Delmar DE 19940
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